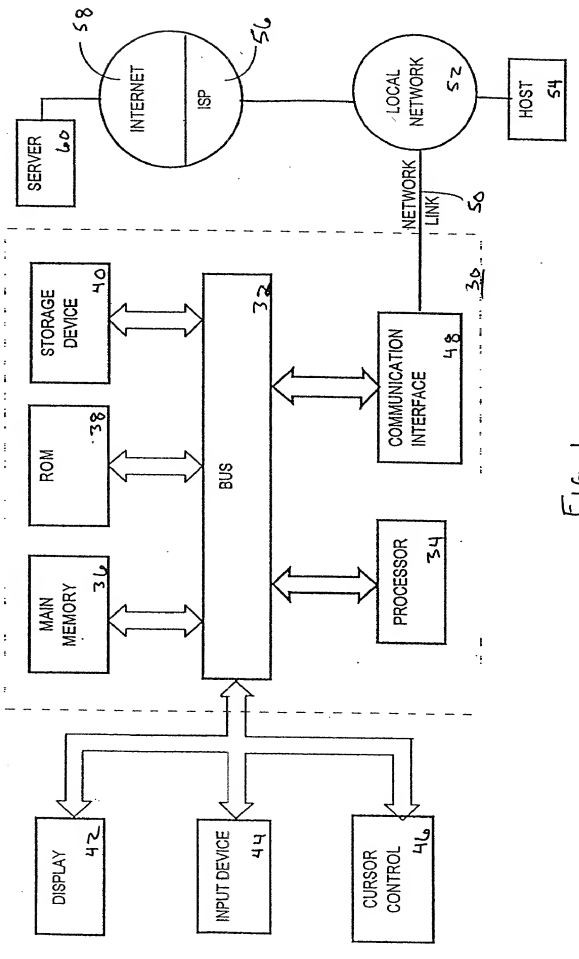
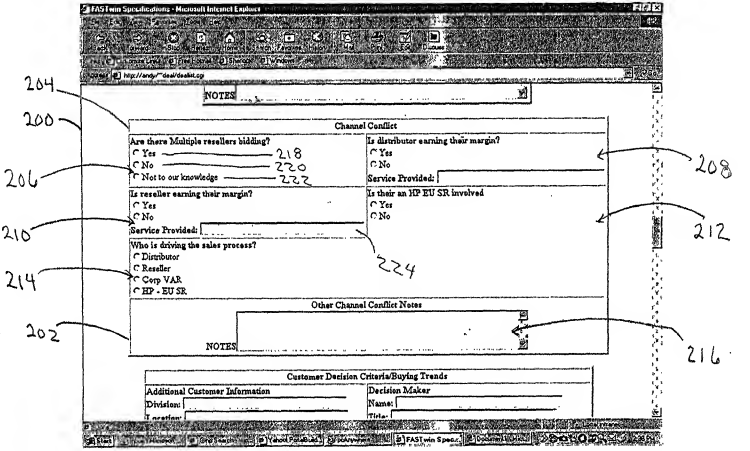


FIG. 1

10508T "2607660

TOSOOT "E260Z660



This is an example if a real-life application that uses the Data Driven web Page Generator. All of the above was defined by a business owner and the page builds itself. No programming or web knowledge was needed, just the business knowledge.

Fig. 2

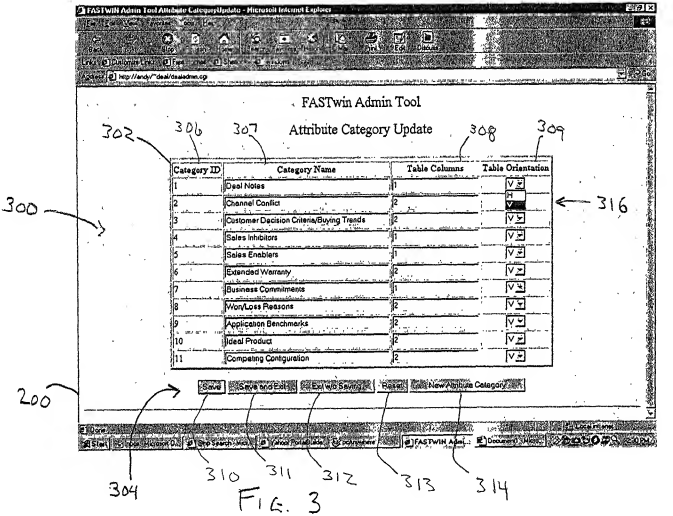

FASTwin Admin Tool
Attribute Category Update
302
306
307
308
309
316
300
200
304
310
311
312
313
314
Category ID
Category Name
Table Columns
Table Orientation
1 Deal Notes
2 Channel Conflict
3 Customer Decision Criteria/Buying Trends
4 Sales Inhibitors
5 Sales Enablers
6 Extended Warranty
7 Business Commitments
8 Win/Loss Reasons
9 Application Benchmarks
10 Ideal Product
11 Competing Configuration
Save
Save and Exit
Exit W/O Saving
Reset
Edit New Attribute Category

FIG. 3

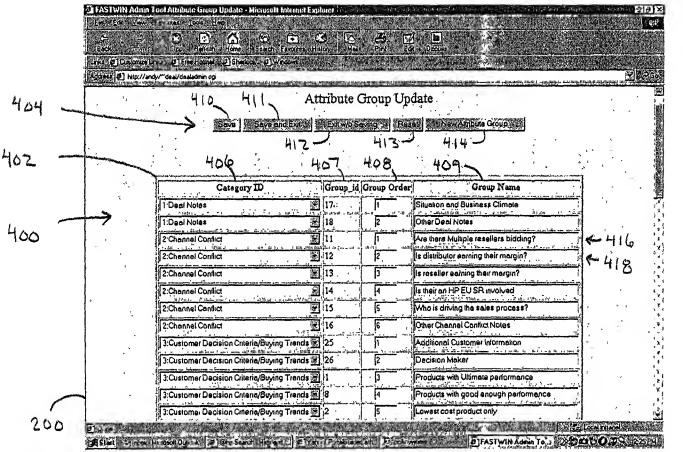

404
402
400
200
410
411
412
413
414
406
407
408
409
416
418
Attribute Group Update
Done
Save and Exit
Add New Scoring
Delete
Add New Attribute Group
Category ID
Group_Id
Group Order
Group Name
1:Deal Notes
17
1
Situation and Business Climate
1:Deal Notes
18
2
Other Deal Notes
2:Channel Conflict
11
1
Are there multiple resellers bidding?
2:Channel Conflict
12
2
Is distributor earning their margin?
2:Channel Conflict
13
3
Is reseller earning their margin?
2:Channel Conflict
14
4
Is their an HP EU SR involved
2:Channel Conflict
15
5
Who is driving the sales process?
2:Channel Conflict
16
6
Other Channel Conflict Notes
3:Customer Decision Criteria/Buying Trends
25
1
Additional Customer Information
3:Customer Decision Criteria/Buying Trends
26
2
Decision Maker
3:Customer Decision Criteria/Buying Trends
1
3
Products with Ultimate performance
3:Customer Decision Criteria/Buying Trends
8
4
Products with good enough performance
3:Customer Decision Criteria/Buying Trends
2
5
Lowest cost product only

FIG. 4

500
502
504
505
506
508
510
512
200
Attribute ID
Attribute Type
Attribute Name
CHECKBOX
Customer Values
TEXTBOX
Customer pays incremental costs
TEXT 10
TEXT 40
Yes
TEXTAREA
No
RADIO
Always
RADIO
Always
RADIO
Never
RADIO
Not to our knowledge
RADIO
Distributor
RADIO
Reseller
RADIO
Corp VAR
RADIO
IHV-ES/SR
RADIO
User Standard Specifications
RADIO
Have Vendor run Benchmarks
RADIO
Run standard Benchmarks w/ completion
RADIO
Mon-Day
RADIO
One Week

FIG. 5

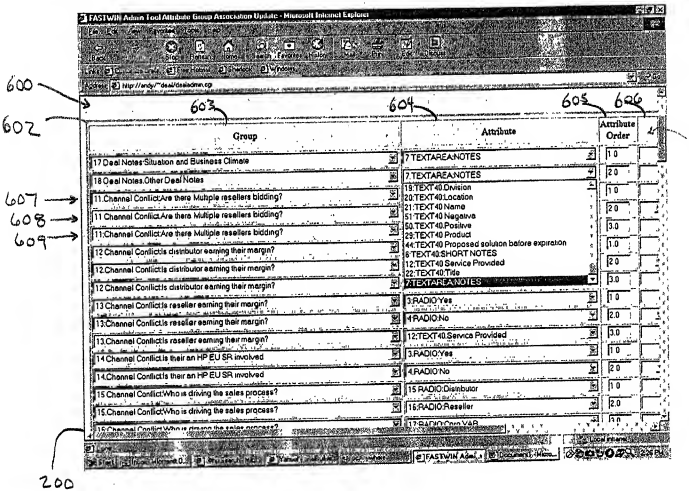

600
602
603
604
605
606
Default Value
607
608
609
200
Group
Attribute
Attribute Order
17 Deal Notes:Situation and Business Climate
18 Deal Notes:Other Deal Notes
11:Channel Conflict:Are there Multiple resellers bidding?
12:Channel Conflict:Is distributor earning their margin?
13:Channel Conflict:Is reseller earning their margin?
14:Channel Conflict:Is their an HP EU SR involved
15:Channel Conflict:Who is driving the sales process?
7:TEXTAREA:NOTES
18:TEXT40:Division
20:TEXT40:Location
21:TEXT40:Name
51:TEXT40:Negative
50:TEXT40:Positive
29:TEXT40:Product
44:TEXT40:Proposed solution before expiration
6:TEXT40:SHORT NOTES
12:TEXT40:Service Provided
22:TEXT40:Title
7:TEXTAREA:NOTES
5:RADIO:Yes
4:RADIO:No
12:TEXT40:Service Provided
5:RADIO:Yes
4:RADIO:No
15:RADIO:Distributor
16:RADIO:Reseller

FIG. 6